Navy Localized Messages
NRD New England

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Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good…and good can take many forms:

- Bombs on terrorist hide outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

We protect and defend freedom around the world, and we also offer great opportunities for a great career.

And, remember…. our CNO's tenets:

Warfighting first, operate forward, be ready

All good things take GREAT people

70-80-90-100 Key Messages

You are also using the 70-80-90-100 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea…**on the land**
- In ships…**on the water**
- In submarines…**under the water**
- In planes and helicopters…**over the water**

70 – percent of the Earth's surface is covered by water
80 – percent of the world's people live near the ocean
90 – percent of all international trade travels by the sea
100 – America's Navy is always 100% on watch

Our mission is to meet America's threats far away, so those threats cannot harm us here.

Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD New England

Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

Localized Recruiting Key Messages

Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in New England, with nearly 16,500 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. (*This is an example for the entire NRD – you would tailor this for each state in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence*)
- The Navy forges true leaders such as Petty Officer First Class David Morey who not only serves his country as a Recruiter and Stamford Sea Cadet military advisor, recruiting the best and brightest talent for America's Navy, but also contributes his time to his local community, conducting coat drives for the poor, and creating the Recruiter's Officer Association. *(This is an example you can tailor per rank, per recruiting rating, per local humanitarian/service project)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits Medical Officers to go out there and use their experience and skills to serve their country – their patients. (*This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Dental, etc. You listed Enlisted and Officers as recruiting priorities so include a relevant example here*)
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD New England, we employ xx* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diverse officers. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. (*You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer*)

Localized Recruiting Key Messages

Key Message 2: Preparing you for lifelong success

- A world beyond everyday caring. More than 4,300 physicians, 1,200 dentists and 3,900 nurses provide world-class, hands-on care in the United States Navy serving those in need. We are always searching for the best and brightest, offering tuition rewards and recruiting from top universities such as University of Massachusetts – Worcester, Harvard University and Rochester University to join the military ranks. (*This is an example focusing on medical and calling out a few universities in NRD New England – tailor this message to the schools you recruit from and give examples of the tuition rewards you provide*)
- As a member of the Navy Medical Corps, you may serve in some of the most dynamic environments imaginable while furthering your expertise among 30 specialty areas, and pursuing your true passion for helping others, thus becoming a part of the Navy's mission as a global force for good. We are searching for the best and brightest to be part of something far bigger than the community you serve, and are recruiting from top universities such as Harvard University, Columbia University and Boston University among many others. (*This is an example of showing the strength of the Medical Corps and making it relevant to your local NRD – tailor the universities you are recruiting from and add any recruiting bonuses you give to Medical Officers)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields whether you're seeking a position as a Navy Physician or a Dentist, finding unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(This is an example of profiling some of the priority recruiting ratings needed in NRD New England)*

*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

Localized Recruiting Key Messages

Key Message 3: Making a difference

- Many young men and women join the Navy for the humanitarian missions and don't realize the Navy can take its care anywhere in the world – we can deploy an entire hospital – a floating hospital that can get to anywhere, any time, and here, in New England, we want to recruit men and women to join us as doctors and dentists. *(When tailoring this message, include the area you are talking about)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping the peace nationwide, and locally, in Rochester, this weekend, our Sailors' mission was to bring smiles to the faces of the children at Cameron Community Ministries, simply by playing board games – some of the Sailors' very own childhood favorites. *(This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district)*
- **Rhode Island Navy Week begins 24th June and runs through 5th July. Some of the activities that people can enjoy include The Leap Frogs, the Navy Parachute Demonstration Team and performances by the Navy Band "Destroyers." For a complete list of Navy Week information, visit http://www.navyweek.org. See how America's Navy makes a difference to the community of Rhode Island! *(This is an example of how you need to show the citizens of the area you are addressing why the Navy is there and how they are making a difference)*
- New Englanders, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of New England, or the people of Maine, etc.)*

Localized Recruiting Key Messages

Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family's direct link to the command. For Navy families in New Hampshire, please reach out to your local Fleet and Family Support Center or network with fellow Davenport Navy moms and wives on NAVYForMoms.com *(When tailoring this message, include the area you are talking about)*
- Thank you to our Navy families in Vermont. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family (*When tailoring this message, include the area you are talking about)*

Maine Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 companies in Maine.
- A total of 2,221 companies exported goods from Maine locations in 2011. Of those, 1,896 (85.4 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-third (36.5 percent) of Maine's total exports of merchandise in 2011.
- The top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - General Dynamics Corporation - $756,106
  - Martin's Point Health Care, IN- $228,875
  - Telford Aviation, Inc. - $110,509
  - Source for Native American Pro - $55,605
  - Creative Apparel Associates - $14,579
  - Nickerson & O'Day, Inc. - $13,380
  - Bangor, City of - $13,204
  - CCI Group, LLC. - $12,362
  - P&S Construction Inc. - $8,677
  - Northeast Utilities - $8,659

Maine Data Points

- Export-supported jobs linked to manufacturing account for an estimated 3.3 percent of Maine's total private-sector employment. Over one-sixth (17.1 percent) of all manufacturing workers in Maine depend on exports for their jobs (2011 data latest available)
- The Navy employs nearly 6,000 personnel including civilians and active duty military in Maine and the important role the Navy plays in employment in Maine is undeniable. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Maine's exports of merchandise which totaled $3 billion in 2012.
- Maine received $121,000 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - Maine will use STEP funding to provide access to four sponsored overseas trade shows in the medical, food, and consumables industries, one of which will afford opportunities with China.
  - Maine will strengthen awareness of available resources via outreach, promotion and marketing via the Maine International Trade Center (MITC). The MITC will also partner with the Maine Manufacturing Extension on the ExporTech program.
- The state's largest market was Canada. Maine posted merchandise exports of $1.3 billion to Canada in 2012, 43.4 percent of the state's total merchandise exports. Canada was followed by Malaysia ($468 million), China ($247 million), Japan ($126 million) and Belgium ($65 million).

Maine Data Points

- The state's largest merchandise export category is paper, which accounted for $632 million of Maine's total merchandise exports in 2011. Other top merchandise exports are computer & electronic products ($500 million), transportation equipment ($365 million), fish products ($292 million), and forestry products ($165 million).
- In 2012, he following metropolitan areas in Maine recorded merchandise exports: Portland-South Portland-Biddeford ($1.2 billion), Bangor ($208 million) and Lewiston-Auburn ($131 million).

- Top Medical Schools
  - University of New England College of Osteopathic Medicine (#68, U.S. News Best Medical Schools: Primary Care, Biddeford, Maine)
- Top Engineering Schools
  - University of Maine* (#131, U.S. News Best Engineering Grad Schools, Orono, Maine)
- Top Chaplain Schools
  - St. Joseph's College of Maine – (Standish, Maine)
  - Bangor Theological Seminary

*Indicates university with NROTC program

Maine Data Points

- Four ships have borne the name USS *Maine*, named for the 23rd state:
  - The first USS *Maine* (ACR-1), a 6,682-ton second-class battleship was commissioned in 1895 and operated along the U.S. east coast and in the Caribbean. In February 1898, she sank when her forward gunpowder magazines exploded, with nearly three-quarters of the battleship's crew dying as a result of the explosion. While the cause of this tragedy has never been definitively resolved, it was a precipitating cause of the Spanish-American War.
  - The second USS *Maine* (BB-10) was the first of three *Maine* class battleships, commissioned in 1902 and served mostly in the Atlantic. Due to heavy coal consumption, she was detached from the fleet and on reserve status from 1908 to 1920, when she was decommissioned. In 1922, she was sold for scrapping.
  - The third USS *Maine* (BB-69) was a *Montana* class battleship named in December 1940, but construction was cancelled in July 1943 at the New York Navy Yard.
  - The fourth USS *Maine* (SSBN-741), an *Ohio* class fleet ballistic missile submarine launched in 1994 and homeported at Naval Base Kitsap-Bangor. This active nuclear submarine participates in strategic deterrent patrols.
- Maine is proud to be home to 67 Medal of Honor recipients that span from the Civil War to fighting in Somalia:
  - John Angling of Portland was a 14 year old Naval Cabin Boy serving on board the USS *Pontoosuc* during the Civil War. He earned the Medal of Honor for his gallantry and skill and courage under fire.
  - Cyrus Hayden of York served as a Carpenter on board the USS *Colorado* during the attack and capture of the Korean forts in 1871 and earned the Medal of Honor for planting his flag on the ramparts of the citadel and protected it under heavy fire from the enemy.
  - Herbert Emery Schonland of Portland served as a Commanding Officer of the USS *San Francisco* during World War II after learning that all of his superior officers were wounded or killed during the battle off Savo Island in November 1942. He fought valiantly to free the San Francisco of large quantities of water flooding the second deck compartments through numerous shell holes caused by enemy fire. He earned his Medal of Honor for extreme heroism and courage above and beyond the call of duty as damage control officer.

Vermont Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 companies in Vermont.
- A total of 1,262 companies exported goods from Vermont locations in 2011. Of those, 1,070 (84.8 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- Top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - General Dynamics Corporation - $308,125
  - Goodrich Corporation - $93,893
  - Simmonds Precision Products IN- $31,103
  - J & J Contractors, Inc. - $16,587
  - E F Wall & Associates Inc. - $9,480
  - PKC Corporation - $7,158
  - Tri Tech USA Inc. - $6,703
  - Weston Solutions, Inc. - $6,370
  - New England Woodcraft, Inc. - $5,727
  - Seldon Laboratories, Inc. - $4,382
- Export-supported jobs linked to manufacturing account for an estimated 4.4 percent of Vermont's total private-sector employment. Over one-fifth (20.7 percent) of all manufacturing workers in Vermont depend on exports for their jobs (2011 data latest available).

Vermont Data Points

- Although the Navy does not have a visible presence in Vermont in the form of Sailors, the important role the Navy plays in employment in Vermont is undeniable. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Vermont's export shipments of merchandise which totaled $4.1 billion in 2012.
- Vermont received $212,533 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - With the funding, the Vermont Global Trade Partnership will organize a 'Best of New England' presence at the 2013 Paris Air Show, coordinating a booth in cooperation with international trade offices from other New England states.
  - Additionally, the China International Travel Mart (CITM) will assist Vermont companies to capture $1.6 billion of Chinese tourism expenditure in Vermont.
- The state's largest export market was Canada. Vermont posted merchandise exports of $1.8 billion to Canada in 2012, 44.1 percent of the state's total merchandise exports. Canada was followed by China ($584 million), Hong Kong ($255 million), Japan ($179 million) and Malaysia ($171 million).
- The state's largest merchandise export category is computer and electronic products, which accounted for $2.8 billion of Vermont's total merchandise exports in 2012. Other top merchandise exports are miscellaneous manufactures ($309 million), machinery ($196 million), food & kindred products ($184 million), and transportation equipment ($120 million).
- In 2012, the metropolitan area of Burlington-South Burlington exported $3.6 billion in merchandise.

Vermont Data Points

- Top Medical Schools
  - University of Vermont (#57, U.S. News Best Medical Schools: Research, #27, U.S. News Best Medical Schools: Primary Care, Burlington, Vermont)
- Top Engineering Schools
  - University of Vermont (#137, U.S. News Best Engineering Grad Schools, Burlington, Vermont)
  - Norwich University* – (Northfield, Vermont)
- Top Chaplain Schools
  - Saint Michael's College – (Colchester, Vermont)

*Indicates university with NROTC program

Vermont Data Points

- Two ships have borne the name USS *Vermont:*
  - The first USS *Vermont*, a 2,633 ton storeship was laid down in 1818, launched in 1848 and commissioned in 1862. She supported Civil War operations in the South Atlantic and the served as a receiving ship at the New York Navy Yard until 1901.
  - The second USS *Vermont* (BB-20), a *Connecticut* class battleship, was commissioned in 1907 and participated in the world cruise of the "Great White Fleet," demonstrating America's robust Navy. She served in fleet operations, training duties, and diplomatic missions until 1920 when she was decommissioned. She saw no further active service and was sold for scrapping in 1923.

- Vermont is proud to be home to 47 Medal of Honor recipients that span from the Civil War to after World War II:
  - Commander Lawson Paterson "Red" Ramage received a Medal of Honor for his conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty as Commanding Officer of the USS *Parche* during World War II in a predawn attack on a Japanese convoy in the South China Sea, 31 July 1944. Commander Ramage launched a perilous surface attack by delivering a crippling stern shot into a freighter and quickly following up with a series of bow and stern torpedoes to sink the leading tanker and damage the second one.
  - Torpedoman Second Class Henry Breault received a Medal of Honor for heroism and devotion to duty while serving on board the U.S. submarine 0-5 at the time of the sinking of that vessel at Limon Bay, Panama Canal Zone. On the morning of 28 October 1923, the 0-5 collided with the steamship Abangarez and sank in less than a minute. When the collision occurred, Breault was in the torpedo room. Upon reaching the hatch, he saw that the boat was rapidly sinking. Instead of jumping overboard to save his own life, he returned to the torpedo room to the rescue of a shipmate whom he knew was trapped in the boat, closing the torpedo room hatch on himself. Breault and Brown remained trapped in this compartment until rescued by the salvage party 31 hours later.

New Hampshire Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 companies in New Hampshire.
- A total of 2,741 companies exported goods from New Hampshire locations in 2011. Of those, 2,405 (87.7 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-third (35.6 percent) of New Hampshire's total exports of merchandise in 2011.
- The top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - BAE Systems PLC - $945,544
  - Insight Technology Inc. - $146,541
  - Sigarms Inc. - $47,113
  - Kollsman, Inc. - $23,315
  - Red River Computer Co Inc. - $23,242
  - Creare Incorporated - $20,394
  - Ultra Electronics Holding Plc - $14,792
  - Deka Integrated Solutions Corp. - $14,675
  - Solid State Scientific Co. - $13,364
  - Tybrin Corporation - $12,799

New Hampshire Data Points

- Export-supported jobs linked to manufacturing account for an estimated 5.7 percent of New Hampshire's total private-sector employment. Over one-quarter (25.7 percent) of all manufacturing workers in New Hampshire depend on exports for their jobs (2011 data latest available).
- Although the Navy does not have a visible presence in New Hampshire, the important role the Navy plays in employment in New Hampshire is undeniable. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including New Hampshire's export shipments of merchandise which totaled $3.5 billion in 2012.
- New Hampshire received $293,692 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets
  - The New Hampshire Office of International Commerce (OIC) will implement a funding program that will cross a variety of industries that contribute significantly to New Hampshire exports.
  - A second program continues engagement with the state's aerospace and defense export consortium, which will be implementing strategies and recommendations developed in year one of STEP.
  - Finally, STEP will support OIC's export training program which was accessed by more than 100 New Hampshire businesses from September 2011 through May 2012.
- New Hampshire's largest export market in 2012 was Canada. New Hampshire posted merchandise exports of $648 million to Canada in 2012, 18.6 percent of the state's total merchandise exports. Canada was followed by Mexico ($474 million), China ($273 million), Germany ($224 million), and the Netherlands ($163 million).

New Hampshire Data Points

- The state's largest merchandise export category is computers and electronic products, which accounted for $1.1 billion of New Hampshire's total merchandise exports in 2012. Other top merchandise exports are machinery ($643 million), electrical equipment ($229 million), waste and scrap ($197 million), and miscellaneous manufactured commodities ($187 million).
- In 2012, the following metropolitan areas in New Hampshire recorded merchandise exports: Manchester-Nashua ($1.6 billion).

- Top Medical Schools
  - Dartmouth Medical School (#31, U.S. News Best Medical Schools: Research, #38, U.S. News Best Medical Schools: Primary Care, Hanover, New Hampshire)
- Top Engineering Schools
  - Dartmouth College (#60, U.S. News Best Engineering Grad Schools, Hanover, New Hampshire)
  - University of New Hampshire (#137, U.S. News Best Engineering Grad Schools, Durham, New Hampshire)
- Top Chaplain Schools
  - Saint Anselm College – (Manchester, New Hampshire)

*No NROTC programs in New Hampshire

New Hampshire Data Points

- Four ships have borne the name USS *New Hampshire*:
  - The first USS *New Hampshire*, a battleship constructed between 1816 and 1864, launched for service during the Civil War, served off Port Royal, South Carolina as a hospital and supply ship and in Norfolk, as a receiving ship, and loaned to the New York State Naval Militia as a training ship and armory. It was renamed Granite State to free the name for the second USS New Hampshire and destroyed by fire at the dock in 1921.
  - The second USS *New Hampshire* (BB-25), a *Connecticut* class battleship, was commissioned in 1908, carried a Marine Expeditionary Regiment to Colon, Panama, made ceremonial visits, participated in welcoming home the "Great White Fleet," served as an escort ship, with Academy midshipmen, and a variety of other duties. Sold for scrapping in 1923.
  - The third USS *New Hampshire* (BB-70), a *Montana* class battleship was authorized in 1943, but cancelled before her keel was even laid.
  - The fourth USS *New Hampshire* (SSN 778), is the 5th in the new *Virginia* class submarine fleet and the nation's newest and most advanced nuclear-powered attack submarine, commissioned in 2008 and has completed alpha and beta sea trials. She was christened at the General Dynamics Electric Boat shipyard in Groton, CT, on 21, June, 2008 -- 220 years to the day of the ratification of the US Constitution by the state of New Hampshire.

New Hampshire Data Points

- New Hampshire is proud to be home to 37 Medal of Honor recipients that span from the Civil War to World War II:
  - Commander Richard Hetherington O'Kane, received a Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty as commanding officer of the USS *Tang* operating against two enemy Japanese convoys on 23 and 24 October 1944, during her fifth and last war patrol. O'Kane was captured by the Japanese when his boat sunk in the Formosa Strait by its own flawed torpedo during a surface night attack on 24 and 25 October 1944 where he lost all but eight of his crew, and was secretly held prisoner until the war's end.
  - Ordinary Seaman Charles Melville, received a Medal of Honor for extraordinary heroism in action while serving on board the flagship USS *Hartford* during action against rebel gunboats, the ram Tennessee, and Fort Morgan in Mobile Bay, Alabama during the Civil War. Wounded and taken below to the surgeon when a shell burst between the two forward 9-inch guns, killing and wounding 15 men, Ordinary Seaman Melville promptly returned to his gun on the deck and, although scarcely able to stand, refused to go below and continued to man his post throughout the remainder of the action resulting in the capture of the rebel ram Tennessee.
  - Quartermaster Frederick H. Franklin, received a Medal of Honor for extraordinary heroism in action on board the USS *Colorado* during the attack and capture of the Korean forts on 11 June 1871. Assuming command of Company D, after his lieutenant was wounded, Quartermaster Franklin handled the company with great credit until relieved.

Massachusetts Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **12** of the Fortune 500 ranked companies are based in cities in Massachusetts, with Liberty Mutual Insurance Group and Massachusetts Mutual Life Insurance ranked in the top 100 (ranked in revenues):
  - Liberty Mutual Insurance Group, Massachusetts Mutual Life Insurance, Staples, Raytheon, TJX, EMC, Global Partners, Thermo Fisher Scientific, State Street Corp., Boston Scientific, Northeast Utilities, Biogen Idec
- The Navy has a very visible presence in Massachusetts, including assets such as the Boston Naval Shipyard and nearly 800 Navy personnel employed including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Massachusetts' export shipments of merchandise which totaled $25.6 billion in 2012.
- Massachusetts received $720,856 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The STEP program works with the Massachusetts Export Initiative and involves a group of programs that provide benefits directly to small businesses in the state of Massachusetts.
  - A program managed by the Massachusetts Office of International Trade and Investment (MOITI) will provide funding directly to small businesses to fund initiatives that they determine will increase their exporting activities.
  - Additionally, Massachusetts has created an international buyer's program for medical devices as it is the second largest exporter of medical devices in the country.
  - Finally, the development of a Free Trade Fund will provide funding to small businesses on a rolling basis so they can take advantage of "real time" opportunities in "free trade agreement" countries.

Massachusetts Data Points

- A total of 11,294 companies exported goods from Massachusetts in 2011. Of those, 10,165 (90 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated two-fifths (39.7 percent) of Massachusetts' total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing account for an estimated 5.5 percent of Massachusetts' total private-sector employment. Nearly one-third (30.9 percent) of all manufacturing workers in Massachusetts depend on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - Raytheon Company - $4,471,720
  - General Electric Company - $1,758,268
  - Massachusetts Institute of Tec - $1,749,057
  - General Dynamics Corporation - $1,150,447
  - Charles Stark Draper Laboratory - $437,214
  - The Mitre Corporation - $325,914
  - General Dynamics Information T- $238,422
  - BAE Systems PLC - $178,573
  - Northrop Grumman Corporation - $142,722
  - Brighton Marine Health Center - $121,272

Massachusetts Data Points

- Massachusetts' largest export market in 2012 was Canada. Massachusetts posted merchandise exports of $3.5 billion to Canada in 2012, 13.6 percent of the state's total merchandise exports. Canada was followed by the United Kingdom ($2.6 billion), Japan ($2 billion), China ($1.9 billion) and Germany ($1.8 billion).
- The state's largest merchandise export category is computer and electronic products, which accounted for $7.3 billion of Massachusetts' total merchandise exports in 2012. Other top merchandise exports are chemicals ($3.4 billion), machinery ($3.4 billion), miscellaneous manufacture commodities ($3.1 billion) and primary metals manufactures ($1.9 billion).
- In 2012, the following metropolitan areas in Massachusetts recorded merchandise exports: Boston-Cambridge-Quincy ($21.2 billion, portions of this MSA are shared with one or more other states), Worcester ($3.0 billion), Springfield ($929 million), Pittsfield ($454 million) and Barnstable Town ($118 million).

Massachusetts Data Points

- Top Medical Schools
  - Harvard Medical School* (#1, U.S. News Best Medical Schools: Research, #15, U.S. News Best Medical Schools: Primary Care, Boston, Massachusetts)
  - University of Massachusetts – Worcester (#7, U.S. News Best Medical Schools: Primary Care, #48, U.S. News Best Medical Schools: Research)
  - Boston University* (#31, U.S. News Best Medical Schools: Research, #31, U.S. News Best Medical Schools: Primary Care)
  - Tufts University* (#44, U.S. News Best Medical Schools: Research, #38, U.S. News Best Medical Schools: Primary Care, Boston, Massachusetts)
- Top Engineering Schools
  - Massachusetts Institute of Technology* (#1, U.S. News Best Engineering Grad Schools, Cambridge, Massachusetts)
  - Harvard University* (#19, U.S. News Best Engineering Grad Schools, Cambridge, Massachusetts)
  - Boston University* (#38, U.S. News Best Engineering Grad Schools)
  - University of Massachusetts – Amherst (#56, U.S. News Best Engineering Grad Schools)
  - Northeastern University (#62, U.S. News Best Engineering Grad Schools, Boston, Massachusetts)
  - Tufts University* (#74, U.S. News Best Engineering Grad Schools, Medford, Massachusetts)
  - Worcester Polytechnic Institute* (#93, U.S. News Best Engineering Grad Schools)
  - University of Massachusetts – Dartmouth – (North Dartmouth, Massachusetts)
  - University of Massachusetts – Lowell
- Top Chaplain Schools
  - Harvard University* (Cambridge, Massachusetts)
  - Boston College (Chestnut Hill, Massachusetts)
  - Boston University*
  - College of the Holy Cross* (Worcester, Massachusetts)

*Indicates university with NROTC program

Massachusetts Data Points

- Seven ships have borne the name USS *Massachusetts*:
  - The first USS *Massachusetts,* a wooden steamer built in 1845, originally served as an Army troop transport in the Mexican War and ended her career as a storeship for the Navy in 1867.
  - The second USS *Massachusetts*, an iron screw steamboat built in 1860 and purchased by the Navy in 1861, was placed in commission and sent to the Gulf of Mexico, capturing several sailing vessels. After leaving the Gulf, she was employed to carry supplies and personnel and was assigned to the South Atlantic Blockading Squadron. She was decommissioned in 1865, several months after the end of the Civil War. She was sold and acted as the commercial ship Crescent City until 1892.
  - The third USS *Massachusetts*, was the never-launched *Kalamozoo* class ship who started her name as *Passaconaway* in 1863 and changed to *Thunderer*, and ended as the *Massachusetts* in 1869. She was condemned and scrapped in 1884.
  - The fourth USS *Massachusetts* (BB-2), an *Indiana* class battleship, was commissioned in 1896, served along the U.S. east coast and then traveled to the West Indies, where she participated in blockade duty for the Spanish-American War. After the war, she became a practice ship for the U.S. Naval Academy. She was renamed Coast Battleship #2 and decommissioned in 1919. She was sunk off Pensacola, FL in 1921.
  - The fifth USS *Massachusetts,* a coastal passenger liner turned minelayer, was originally named USS *Shawmut*, renamed USS *Massachusetts* upon commissioning in 1917, and again named USS *Shawmut* a month later. She planted an anti-submarine mine barrage in World War I, was damaged in the Pearl Harbor attack of World War II and decommissioned in 1946. Her final name was the USS Oglala, as renamed in 1928
  - The sixth USS *Massachusetts* (BB-54), was a battleship already under construction when she was cancelled by the Washington Naval Treaty of 1922.
  - The seventh USS *Massachusetts* (BB-59), a *South Dakota* class battleship, and known by her crew as “Big Mamie,” was assigned as a flagship for a covering force of warships supporting the invasion of North Africa. Over the course of World War II she sank or damaged five enemy ships, shot down 39 aircraft, earned 11 battle stars and never lost a man in combat. She serves as the Commonwealth’s official memorial to Bay State citizens who gave their lives in World War II and the Persian Gulf War and is one of the five National Historic Landmarks on exhibit at Battleship Cove.

Massachusetts Data Points

- Massachusetts is proud to be home to 263 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Coxswain Thomas Fitzpatrick received a Medal of Honor for extraordinary heroism in action, while serving as Captain of the No. 1 gun on board the flagship USS *Hartford*, during action against rebel gunboats, the ram Tennessee and Fort Morgan in Mobile Bay, Alabama, 5 August 1864. Although struck several times in the face by splinters, and with his gun disabled when a shell burst between the two forward 9-inch guns, killing and wounding 15 men, Coxswain Fitzpatrick, within a few minutes, had the gun in working order again with new track, breeching and side tackle, had sent the wounded below, cleared the area of other casualties, and was fighting his gun as before. He served as an inspiration to the members of his crew and contributed to the success of the action in which the Tennessee was captured.
  - Seaman Augustus Williams, received a Medal of Honor for extraordinary heroism in action while serving on board the USS *Santiago de Cuba* during the assault by the fleet on Fort Fisher, North Carolina on 15 January 1865. When the landing party to which he was attached charged on the fort with a cheer, and with determination to plant their colors on the ramparts, Seaman Williams remained steadfast when they reached the foot of the fort and more than two-thirds of the marines and sailors fell back in panic. Taking cover when the enemy concentrated his fire on the remainder of the group, he alone remained with his executive officer, subsequently withdrawing from the field after darkness.
  - Lieutenant Commander (Dental Corps) Alexander Gordon Lyle received a Medal of Honor for extraordinary heroism and devotion to duty while serving with the Fifth Regiment (Marines), 2nd division, American Expeditionary Forces. During World War I, under heavy shellfire on the French Front, LCDR Lyle rushed to the assistance of Corporal Thomas Regan, who was seriously wounded, and administered such effective surgical aid while bombardment was still continuing, saving the life of Corporal Regan.

**Half of Massachusetts' Medal of Honor recipients were awarded during action during the Civil War.

Rhode Island Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **Three** of the Fortune 500 ranked companies are based in cities in Rhode Island, with CVS ranked in the top 25 (ranked in revenues):
  - CVS Caremark, Textron, United Natural Foods
- The Navy has a very visible presence in Rhode Island, including assets such as the U.S. Naval War College, the Naval Undersea Warfare Center and Officer Candidate School and nearly 5,000 Navy personnel employed including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Rhode Island's export shipments of merchandise which totaled $2.4 billion in 2012.
- Rhode Island received $412,474 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - Through trade missions, trade shows, in-country market assistance programs, and trainings in export opportunities, Rhode Island expects to reach target markets and support trade with China and other countries across several sectors.
  - The program hopes to achieve an estimated $15 million in potential business from new Rhode Island exports.

Rhode Island Data Points

- A total of 1,783 companies exported goods from Rhode Island locations in 2011. Of those, 1,577 (88.4 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated two-thirds (88.4 percent) of Rhode Island's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing account for an estimated 3.3 percent of Rhode Island's total private-sector employment. Over one-sixth (16.9 percent) of all manufacturing workers in Rhode Island depend on exports for their jobs (2011 data latest available).
- Top 10 contractors receiving the largest contract awards:
  - Raytheon Company - $164,814
  - Systems Engineering Associates - $65,309
  - Rite Solutions, Inc. - $24,065
  - General Dynamics Corporation - $23,592
  - McLaughlin Research Corp. - $21,755
  - Consigli Construction Co, Inc. – $19,493
  - Northrop Grumman Corporation - $18,178
  - Science Applications International- $18,094
  - H V Collins Company - $15,481
  - Advanced Solutions for Tomorrow -$14,771

Rhode Island Data Points

- Rhode Island's largest export market in 2012 was Canada. Rhode Island posted merchandise exports of $576 million to Canada in 2012, 24.3 percent of the state's total merchandise exports. Canada was followed by Turkey ($198 million), Germany ($192 million), Mexico ($150 million), and Italy ($132 million).
- The state's largest merchandise export category is waste and scrap, which accounted for $644 million of Rhode Island's total merchandise exports in 2012. Other top merchandise exports are chemicals ($293 million), primary metal manufactures ($264 million), machinery ($250 million) and miscellaneous manufactured commodities ($212 million).
- In 2012, the following metropolitan areas in Rhode Island recorded merchandise exports: Providence-New Bedford-Fall River ($5.8 billion, portions of this MSA are shared with one or more other states)..

- Top Medical Schools
  - Brown University Alpert Medical School (#24, U.S. News Best Medical Schools: Primary Care, #35, U.S. News Best Medical Schools: Research, Providence, Rhode Island)
- Top Engineering Schools
  - Brown University (#45, U.S. News Best Engineering Grad Schools, Providence, Rhode Island)
  - University of Rhode Island (#144, U.S. News Best Engineering Grad Schools, Kingston, Rhode Island)
- Top Chaplain Schools
  - Providence College

*No NROTC programs in Rhode Island

Rhode Island Data Points

- Four ships have borne the USS *Rhode Island* and may refer to:
  - The first USS *Rhode Island,* originally a civilian steamship named *Eagle*, served initially as a supply ship operating along the Confederate coastline and after service in the Gulf of Mexico, she was assigned to tow many ships including the USS *Monitor* and USS *Stonewall*. She was decommissioned and sold in 1867.
  - The second USS *Rhode Island*, (BB-17), a 14,948 ton *Virginia* class battleship, took part in the "Great White Fleet" cruise around the world from 1907 – 1909. She served in training, developmental and anti-submarine patrol roles during World War I and was ultimately assigned to transport duty, bringing over 5,000 men home from France. She was decommissioned in 1920 and sold for scrapping in 1923.
  - *Ohio* class submarine SSBN-730 was to be named USS *Rhode Island* until the death of Henry M. Jackson, when it was renamed the USS *Henry M. Jackson* before commissioning, and the only SSBN in the *Ohio* class named after a person.
  - The third USS *Rhode Island* (SSBN-740) is a ballistic missile submarine commissioned in 1994, and an active part of the battle force.

Rhode Island Data Points

- Rhode Island is proud to be home to 31 Medal of Honor recipients that span from the Civil War to the Korean War:
  - During World War I only one Medal of Honor was awarded for heroism outside the European Theatre of action. Providence-born Chief Machinist's Mate Francis Edward Ormsbee, Jr. received a Medal of Honor for extraordinary heroism while attached to the Naval Air Station, Pensacola, Florida., on 25 September 1918. While flying with Ensign J. A. Jova, Chief Machinist's Mate Ormsbee saw a plane go into a tailspin and crash about three-quarters of a mile to the right. Having landed near by, Ormsbee lost no time in going overboard and made for the wreck, which was all under water except the two wing tips. He succeeded in partially extricating the gunner so that his head was out of water, and held him in this position until the speedboat arrived. Chief Machinist's Mate Ormsbee then made a number of desperate attempts to rescue the pilot, diving into the midst of the tangled wreckage although cut about the hands, but was too late to save his life.
  - John Edwards, Captain of the Top received a Medal of Honor for extraordinary heroism in action, serving as second Captain of a gun on board the USS *Lackawanna* during successful attacks against Fort Morgan, rebel gunboats and the ram Tennessee in Mobile Bay, Alabama, on 5 August 1864. Wounded when an enemy shell struck, Captain of the Top Edwards refused to go below for aid and, as heavy return fire continued to strike his vessel, took the place of the First Captain and carried out his duties during the prolonged action which resulted in the capture of the prize ram Tennessee and in the damaging and destruction of batteries at Fort Morgan.
  - Seaman Philip Moore received a Medal of Honor for gallant and heroic conduct in jumping overboard from the USS *Trenton*, at Genoa, Italy, 21 September 1880, and rescuing from drowning Hans Paulsen, Ordinary Seaman.

Connecticut Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **16** of the Fortune 500 ranked companies are based in cities in Connecticut, with GE, United Technologies and Aetna ranked in the top 100 (ranked in revenues):
  - General Electric, United Technologies, Aetna, Xerox, Cigna, Hartford Financial Services Group, Praxair, Stanley Black & Decker, Charter Communications, Terex, EMCOR Group, Starwood Hotels & Resorts, Priceline.com, Pitney Bowes, Frontier Communications, W.R. Berkley
- The Navy has a very visible presence in Connecticut, including assets such as the submarine base in Groton and nearly 2,300 Navy personnel employed including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Connecticut's export shipments of merchandise which totaled $16 billion in 2012.
- Connecticut received $339,319 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - As part of the Regional and Industry Focused Export Opportunities activity, Connecticut's STEP goal is to facilitate international programs in key Connecticut industry drivers and encourage business-to-business connections.
  - To achieve STEP goal, the project has identified specific trade shows for state exporters at two international and two domestic trade shows. The outcome of participation at these trade shows is to increase the number of significant contacts made by state exporters, thereby leading to increases in the number of small businesses that export and increases in the value of exports for current exporters.

Connecticut Data Points

- A total of 6,020 companies exported goods from Connecticut locations in 2011. Of those, 5,357 (89 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-quarter (26.6 percent) of Connecticut's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing account for an estimated 6.2 percent of Connecticut's total private-sector employment.
- Top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - United Technologies Corporation - $6,536,014
  - General Dynamics Corporation - $3,775,304
  - Engineered Support Systems Inc. - $158,948
  - Goodrich Corporation - $134,413
  - Colt Defense LLC - $131,121
  - Eurpac Service Inc. - $121,426
  - Unilever N.V. - $95,755
  - Northrop Grumman Corporation - $90,570
  - American Bridge Holding Company - $35,452
  - Colgate-Palmolive Company - $29,331

Connecticut Data Points

- Connecticut’s largest export market in 2012 was Canada. Connecticut posted merchandise exports of $1.9 billion to Canada in 2012, 12 percent of the state’s total merchandise exports. Canada was followed by France ($1.9 billion), Germany ($1.5 billion, Mexico ($1.1 billion) and the United Arab Emirates ($1.1 billion).
- The state's largest merchandise export category is transportation equipment, which accounted for $7.2 billion of Connecticut’s total merchandise exports in 2012. Other top merchandise exports are machinery ($1.8 billion), computers and electronic products ($1.4 billion), chemicals ($1 billion) and electrical equipment ($753 million).
- In 2012, the following metropolitan areas in Connecticut recorded merchandise exports: Bridgeport-Stamford-Norwalk ($10.3 billion), Hartford-West Hartford-East Hartford ($9.7 billion), New Haven-Milford ($2.0 billion) and Norwich-New London ($262 million).

Connecticut Data Points

- Top Medical Schools
  - Yale School of Medicine* (#7, U.S. News Best Medical Schools: Research, #74, U.S. News Best Medical Schools: Primary Care, New Haven, Connecticut)
  - University of Connecticut (#62, U.S. News Best Medical Schools: Research, #71, U.S. News Best Medical Schools: Primary Care, Farmington, Connecticut)
- Top Engineering Schools
  - Yale University* (#34, U.S. News Best Engineering Grad Schools, New Haven, Connecticut)
  - University of Connecticut (#64, U.S. News Best Engineering Grad Schools, Storrs, Connecticut)
- Top Chaplain Schools
  - Yale University* (New Haven, Connecticut)
  - Sacred Heart University (Fairfield, Connecticut)
  - Holy Apostles College and Seminary (Cromwell, Connecticut)
  - Hartford Seminary

*Indicates university with NROTC program

Connecticut Data Points

- Six ships have borne the USS *Connecticut* and may refer to:
  - The first USS *Connecticut*, a gondola, was built in 1776 for service with the Continental Army on Lake Champlain. She took part in the Battle of Valcour Island in 1776 and this action helped delay the British advance from Canada and gained for the United States, valuable time to strengthen their forces, which made possible the American victory at Saratoga on 17 October 1777. Threatened with capture, the *Connecticut* was burned on orders to prevent capture by the enemy.
  - The second USS *Connecticut*, the original civilian steamship *Mississippi,* was converted to a warship and commissioned the USS Connecticut in 1861. She served as a transport ship, carrying supplies and personnel and also captured several sailing blockade runners. Her final tour of duty along the Atlantic coast and in the Gulf of Mexico took place as the Civil War came to an end. She was decommissioned in 1865 and sold and renamed the *South America* and began a commercial career that lasted until she broke up in 1879.
  - The third USS *Connecticut*, originally named USS *Pompanoosuc* in 1864, was built as a steam frigate as part of a Civil War program, but never launched and scrapped in 1884. She was renamed the USS *Connecticut* in 1869.
  - The fourth USS *Connecticut*, an *Arkansas* class Monitor, launched in 1900 and renamed USS Nevada (M-8) in 1901. Acted as a submarine tender and decommissioned in 1919.
  - The fifth USS *Connecticut (BB-18),* the lead ship of a class of six 16,000 ton battleships was commissioned in 1906 and became the flagship of the Atlantic Fleet in 1907 and retained that role for five years. She led the Atlantic Fleet's battleships out of Hampton Roads, Virginia, beginning a historic cruise around the world that lasted until February 1909. During World War I, she was employed as a training ship. In 1919, she served as a transport ship and in 1920 she made a training cruise through the Panama Canal to the west coast. She was decommissioned in 1923 and sold for scrapping.
  - The sixth USS *Connecticut* (SSN 22) is the second of three *Seawolf* class nuclear powered attack submarines. Her maiden deployment in 2002 was to the Mediterranean, and she has also travelled to the North Pole where her sail and rudder were attacked by a polar bear above the ice.

Connecticut Data Points

- Connecticut is proud to be home to 56 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Captain of the Forecastle Thomas Harding, received his Medal of Honor for extraordinary heroism in action, serving as Captain of the Forecastle on board the U.S.S. *Dacotah* on the occasion of the destruction of the blockade runner Pevensey, near Beaufort, North Carolina, 9 June 1864. Learning that one of the officers in the boat, which was in danger of being, and subsequently was, swamped, could not swim, Harding remarked to him: "If we are swamped, sir, I shall carry you to the beach or I will never go there myself.'" He did not succeed in carrying out his promise, but made desperate efforts to do so, while others thought only of themselves.
  - Radio Electrician Thomas James Reeves, received his Medal of Honor posthumously for distinguished conduct in the line of his profession, extraordinary courage and disregard of his own safety during the attack on the Fleet in Pearl Harbor, Territory of Hawaii, by Japanese forces on 7 December 1941. After the mechanized ammunition hoists were put out of action in the *USS California* (BB-44), Reeves, on his own initiative, in a burning passageway, assisted in the maintenance of an ammunition supply by hand to the anti-aircraft guns until he was overcome by smoke and fire, which resulted in his death.
  - Gunnery Sergeant Allan Jay Kellogg, Jr., received his Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty while serving as a platoon sergeant with Company G, Second Battalion, Fifth Marines, FIRST Marine Division (Reinforced), Fleet Marine Force, in connection with combat operations against the enemy on the night of 11 March 1970 in Quang Nam Province, Republic of Vietnam. Under the leadership of Gunnery Sergeant Kellogg, a small unit from Company G was evacuating a fallen comrade when the unit came under a heavy volume of small arms and automatic weapons fire from a numerically superior enemy force occupying well-concealed emplacements in the surrounding jungle. During the ensuing fierce engagement, an enemy soldier managed to maneuver through the dense foliage to a position near the Marines, and hurled a hand grenade into their midst which glanced off the chest of Gunnery Sergeant Kellogg. Quick to act, he forced the grenade into the mud in which he was standing, threw himself over the lethal weapon and absorbed the full effects of its detonation with his body thereby preventing serious injury or possible death to several of his fellow Marines. Although suffering multiple injuries to his chest and his right shoulder and arm, Gunnery Sergeant Kellogg resolutely continued to direct the efforts of his men until all were able to maneuver to the relative safety of the company perimeter. By his heroic and decisive action in risking his life to save the lives of his comrades, Gunnery Sergeant Kellogg reflected

New York Data Points

- The United States is increasing U.S. exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **52** of the Fortune 500 companies are based in cities in New York (ranked in revenues):
  - Verizon Communications, J. P. Morgan Chase & Co., International Business Machines, Citigroup, INTL FCStone, American International Group, MetLife, Pfizer, PepsiCo, Morgan Stanley, Hess, Goldman Sachs Group, New York Life Insurance, TIAA-CREF, News Corp., American Express, Philip Morris International, Time Warner, Travelers Cos., Alcoa, Bristol-Myers Squibb, Time Warner Cable, Colgate-Palmolive, Bank of New York Mellon Corp., L-3 Communications, Viacom, CBS, Loews, Omnicom Group, Consolidated Edison, Marsh & McLennan, Avon Products, Guardian Life Ins. Co. of America, BlackRock, Estée Lauder, KKR, Henry Schein, Assurant, Corning, Cablevision Systems, Interpublic Group, Barnes & Noble, MasterCard, Jarden, McGraw-Hill, Eastman Kodak, PVH, Ralph Lauren, Foot Locker, CA, JetBlue Airways
- The Navy has a very visible presence in New York, with nearly 2,000 Navy personnel employed including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including New York's export shipments of merchandise which totaled $81.4 billion in 2012.

New York Data Points

- New York received $625,591 in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - STEP funding supports the State of New York by advancing innovative public-private partnerships for the "Global Regions Exporting And Trading" (GREAT) initiative, building on the regional and industry cluster approach of export expansion and regional economic development strategies in the Governor's Regional Council (RC) framework, the Empire State Development (ESD) for more competitive contracts and regional partners, the comprehensive management and guidance of ESD experts, and the participation in trade shows and mission for key markets for significant industry clusters.
  - The NYS Virtual Trade Show will address comprehensive informational requests of SBE exporter needs. The combined outreach, recruitment, firm vetting, and PPP activity is expected to yield measurable export sales results and additional assistance to SBEs.
- A total of 41,218 companies exported goods from New York locations in 2011. Of those, 38,968 (94.5 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated nearly three-fifths (59.1 percent) of New York's total exports of merchandise in 2011.
- Export-supported jobs linked to manufacturing accounted for an estimated 3 percent of New York's' total private-sector employment. Nearly one-quarter (24.2 percent) of all manufacturing workers in New York depended on exports for their jobs (2011 data latest available).

New York Data Points

- The top 10 contractors receiving the largest contract awards (fiscal year 2009):
  - Lockheed Martin Corporation - $1,723,706
  - Northrop Grumman Corporation - $1,327,684
  - Harris Corporation - $733,173
  - SRC TEC Inc. - $510,892
  - Bechtel Group, Inc. - $348,511
  - McCann-Erickson Worldwide, Inc. - $228,613
  - L-3 Communications Holding, Inc. - $130,735
  - J Kokolakis Contracting Inc. - $127,586
  - BAE Systems PLC - $117,892
  - Saint Vincents Catholic Medical - $105,413
- New York's largest export market in 2012 was Canada. New York posted merchandise exports of $15.4 billion to Canada in 2012, 18.9 percent of the state's total merchandise exports. Canada was followed by Hong Kong ($8.9 billion), the United Kingdom ($6.5 billion), Switzerland ($6.5 billion) and Israel ($4.5 billion).
- The state's largest merchandise export category is miscellaneous manufactured commodities, which accounted for $19,6 billion of New York's total merchandise exports in 2012. Other top merchandise exports are primary metal manufactures ($9.7 billion), computer and electronic products ($6.6 billion), machinery ($6.4 billion) and used or second-hand merchandise ($6.2 billion).
- In 2012, the following metropolitan areas in New York recorded merchandise exports: New York-Northern New Jersey-Long Island ($102.3 billion, portions of this MSA are shared with one or more other states), Rochester ($5.3 billion), Buffalo-Niagara Falls ($4.3 billion), Albany-Schenectady-Troy ($3.4 billion), Syracuse ($1.9 billion), Poughkeepsie-Newburgh-Middletown ($1.2 billion), Utica-Rome ($769 million), Binghamton ($508 million), Ithaca ($280 million), and Glens Falls ($243 million).

New York Data Points

- Top Medical Schools
  - Columbia University* (#8, U.S. News Best Medical Schools: Research, #43, U.S. News Best Medical Schools: Primary Care, New York, New York)
  - Cornell University, Weill* (#16, U.S. News Best Medical Schools: Research, #57, U.S. News Best Medical Schools: Primary Care, New York, New York)
  - Mount Sinai School of Medicine (#18, U.S. News Best Medical Schools: Research, #57, U.S. News Best Medical Schools: Primary Care, New York, New York)
  - New York University (#26, U.S. News Best Medical Schools: Research, #77, U.S. News Best Medical Schools: Primary Care, New York, New York)
  - University of Rochester* (#29, U.S. News Best Medical Schools: Research, #15, U.S. News Best Medical Schools: Primary Care)
  - Yeshiva University, Einstein (#39, U.S. News Best Medical Schools: Research, #52, U.S. News Best Medical Schools: Primary Care, Bronx, New York)
  - Stony Brook University – SUNY (#57, U.S. News Best Medical Schools: Research)
  - University of Buffalo – SUNY (#57, U.S. News Best Medical Schools: Research)
  - New York Medical College (Valhalla, New York)
  - Albany Medical College
  - SUNY Downstate Medical Center (Brooklyn, New York)
  - SUNY Upstate Medical University – Syracuse

*Indicates university with NROTC program

New York Data Points

- Top Engineering Schools
  - Cornell University* (#10, U.S. News Best Engineering Grad Schools, New York, New York)
  - Columbia University* (#15, U.S. News Best Engineering Grad Schools, New York, New York)
  - University of Rochester* (#41, U.S. News Best Engineering Grad Schools)
  - Rensselaer Polytechnic Institute* (#42, U.S. News Best Engineering Grad Schools, Troy, New York)
  - University of Buffalo – SUNY (#54, U.S. News Best Engineering Grad Schools)
  - Stony Brook University – SUNY (#56, U.S. News Best Engineering Grad Schools)
  - Polytechnic Institute of New York University (#67, U.S. News Best Engineering Grad Schools, Brooklyn, New York)
  - Syracuse University (#74, U.S. News Best Engineering Grad Schools)
  - Rochester Institute of Technology* (#88, U.S. News Best Engineering Grad Schools)
  - CUNY – City College, Grove (#109, U.S. News Best Engineering Grad Schools, New York, New York)
  - Binghamton University – SUNY (#119, U.S. News Best Engineering Grad Schools)
  - Clarkson University (#121, U.S. News Best Engineering Grad Schools, Potsdam, New York)
  - Alfred University (#137, U.S. News Best Engineering Grad Schools)
- Top Chaplain Schools
  - St. John's University (Queens, New York)
  - University of Rochester*
  - Fordham University* (Bronx, New York)
  - Jewish Theological Seminary of America (New York, New York)

*Indicates university with NROTC program

New York Data Points

- Seven ships have borne the USS *New York* and may refer to:
  - The first USS *New York*, a gondola, took part in the Battle of Valcour Island in 1776. Threatened with capture, the *New York* was burned on orders to prevent capture by the enemy.
  - The second USS *New York*, was a 36-gun frigate commissioned in October 1800. She protected merchantmen en route to the Caribbean and saw action between 1802-1803, only to be burned in harbor by the British at the culmination of the War of 1812.
  - The third USS *New York*, was a 74-gun ship-of-the-line, laid down in 1820, but never saw active duty. She was burned in 1861 to prevent the Rebels approaching from Virginia to gain control.
  - The fourth USS *New York* was a steam-powered screw sloop originally named *Ontario* in 1863, and renamed USS *New York* in 1869 and then sold in 1888 – after never leaving port.
  - The fifth USS *New York* (CA2), an Armored Cruiser, served as flagship of the U.S. South Atlantic squadron at the outbreak of the Spanish-American War. She served as flagship of the Asiatic Fleet before being renamed USS *Saratoga*. She played important roles in World Wars I and II and participated in atomic tests in 1946. She was decommissioned later that year.
  - The sixth USS *New York* (BB-34), battleship, served throughout World War I, participating in the bombardment of Iwo Jima, and was used in atomic tests after World War I. She was decommissioned in 1946 and earned one battle star each for Iwo Jima, Okinawa and North Africa.
  - The USS *New York City* (SSN-696) is a *Los Angeles* class attack submarine, commissioned in 1979, serving and decommissioned in 1997.
  - The seventh USS *New York* (LPD-21), a *San Antonio* class landing platform dock warship was commissioned in November 2009 and is one of the three amphibious assault ships named after places attacked on September 11, 2001. The steel in their bows is salvaged and reformed steel from the World Trade Center's twin towers.

New York Data Points

- New York is proud to be home to 663 Medal of Honor recipients that span from the Civil War to the War in Afghanistan:
  - Coxswain William McKnight, received his Medal of Honor for extraordinary heroism in action, serving as Captain of a gun on board the USS *Varuna* during the attacks on Forts Jackson and St. Philip, Louisiana. During this action at extremely close range, while his ship was under furious fire and was twice rammed by the rebel ship *Morgan*, McKnight remained steadfast at his gun throughout the thickest of the fight and was instrumental in inflicting damage on the enemy until the *Varuna*, so badly damaged that she was forced to beach, was finally sunk.
  - Coxswain John McCloy, received his first Medal of Honor for extraordinary heroism in action while serving with the detachment from the USS *Newark*, fighting with the relief expedition of the Allied forces in China, 13, 20, 21, and 22 June 1900. During this period and in the presence of the enemy, Coxswain McCloy distinguished himself by meritorious conduct. He received his second Medal of Honor as a Chief Boatswain's Mate, for heroism in leading three picket launches along Vera Cruz sea front, drawing Mexican fire and enabling cruisers to save our men on shore, 22 April 1914. Though wounded, Chief Boatswain's Mate McCloy gallantly remained at his post
  - Lieutenant Michael Patrick Murphy, received his Medal of Honor posthumously for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty as a member of SEAL Deliver Vehicle Team ONE and the leader of a special reconnaissance element with Naval Special Warfare Task Unit Afghanistan on 27 and 28 June 2005. While leading a mission to locate a high-level anti-coalition militia leader, Lieutenant Murphy demonstrated extraordinary heroism in the face of grave danger. Operating in an extremely rugged enemy-controlled area, Lieutenant Murphy's team was discovered by anti-coalition militia sympathizers, who revealed their position to Taliban fighters. As a result, between 30 and 40 enemy fighters besieged his four-member team. When the primary communicator fell mortally wounded, Lieutenant Murphy repeatedly attempted to call for assistance for his beleaguered teammates. Realizing the impossibility of communicating in the extreme terrain, and in the face of almost certain death, he fought his way into open terrain to gain a better position to transmit a call. This deliberate, heroic act deprived him of cover, exposing him to direct enemy fire. Finally achieving contact with his headquarters, Lieutenant Murphy maintained his exposed position while he provided his location and requested immediate support for his team. In his final act of bravery, he continued to engage the enemy until he was mortally wounded, gallantly giving his life for his country and for the cause of freedom. By his selfless leadership, courageous actions, and extraordinary

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